



22 - 24 JUMADA AL AWWAL 1440 HIJRI

28 - 30 JANUARY 2019

RIYADH INTERNATIONAL CONVENTION  
& EXHIBITION CENTRE


THE REGION'S  
LARGEST DEDICATED  
EVENT FOR THE  
HVAC & R INDUSTRY

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**WINNER**

Best Trade  
Exhibition under  
10,000sqm



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middle east, asia & africa

VISION رؤية  
2030  
المملكة العربية السعودية  
KINGDOM OF SAUDI ARABIA



ATTRACTING THOUSANDS OF VISITORS EVERY YEAR AND MARKING A 22% INCREASE THIS YEAR IN PARTICULAR, **HVACR EXPO SAUDI IS BEING QUOTED AN “UNMISSABLE EVENT” FOR ALL THINGS HVAC & R**

## WHAT WE DO

The total market for HVAC&R systems in Saudi Arabia is **forecasted to grow at a CAGR of 13.11% between 2017 and 2022.\***

Facilitating this growth and ensuring the event provides a perfect platform to conduct business, stands at the core of HVCAR Expo Saudi’s mission.

## PROVIDING VALUE TO STAKEHOLDERS

FACTS & FIGURES IN 2018



**5,370**

TOTAL VISITORS  
includes FM visitors



**26**

VISITING COUNTRIES



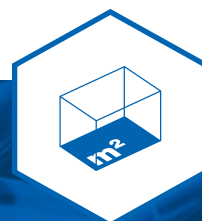
**19**

EDUCATIONAL WORKSHOPS



**75**

EXHIBITING COMPANIES



**4,495** SQM

EXHIBITION SPACE



# INITIATE BUSINESS DISCUSSIONS

TOP COMPANIES THAT VISITED IN 2018



Emaar Al Tanmyah



King Abdullah Economic City



Ministry of Education



Ministry of Health



Saudi Aramco



Fakieh Poultry Farms



Saudi Bin Ladin Group



Tatweer Buildings Company



Saudi Private Aviation



General presidency for the two holy mosques

## PRODUCTS SOURCED

BUYERS ARE LOOKING FOR:

- ▶ Air Conditioning, Ventilation Systems & Components
- ▶ Building Automation, Controls & Facility Management Products
- ▶ Ducting Systems & Machinery
- ▶ Energy-Saving/ Renewable Energy Equipment
- ▶ Fluids
- ▶ Heating Pumps, Heat Exchangers & Equipment
- ▶ Heating Systems & Equipment
- ▶ HVAC Industry Services
- ▶ IAQ Products (Filters, Humidifiers, etc.)
- ▶ Valves, Pumps, Pipes, Fittings & Components
- ▶ Ventilation & Air Movement
- ▶ Installation Tools & Equipment
- ▶ Insulation Products
- ▶ Measuring Technology
- ▶ Plumbing Products & Technologies
- ▶ Power Generation
- ▶ Radiant Heating, Hydronic Systems & Plumbing Products
- ▶ Refrigeration Systems & Equipment
- ▶ Software
- ▶ Solar Cooling
- ▶ Specialised Climate Control Systems
- ▶ Tools & Accessories

## MEET SERIOUS BUYERS

KEY BUYERS AND VISITOR PROFILES INCLUDE:

Owner/CEO/Managing Director

General Manager

Procurement Manager

Senior Electrical Engineer

Project Manager

Senior Mechanical Engineer

Architect

HVAC Engineer

Maintenance Manger

Site Engineer

www.aecexpo.com

# INTERNATIONAL COMPANIES ENTERING SAUDI ARABIA'S GROWING HVAC & R MARKET

HVACR Expo Saudi brings together leading international brands, all under one roof. The 2018 edition welcomed exhibitors from 12 different countries across the globe.



## SOME OF OUR FEATURED EXHIBITORS



# WHY LEADING COMPANIES PARTICIPATE AT HVACR EXPO SAUDI:



## BRINGING SERIOUS BUYERS TO YOU

We pride ourselves in being the only platform in Saudi Arabia to bring over 6,000 HVAC&R-related professionals under one roof, over three days. HVACR Expo Saudi invests heavily in conducting research to ensure we have top-profile executives and key decision makers visit the event to provide true value to our exhibitors.



## CREDIBLE & RELIABLE REPUTATION FOR EXHIBITION EXCELLENCE

HVACR Expo Saudi is organised by dmg events, backed by over 3 decades of experience in organising events globally. Our company meets international quality standards endorsed by credible industry institutions like UFI (the global Association of the Exhibition Industry) and AEO.



## PROMOTING YOUR BUSINESS, IS OUR BUSINESS

Right from the day you sign up as an exhibitor, our dedicated marketing team will work closely with you to ensure you are promoting your participation well before the event. This year, our marketing team was nominated for delivering the best event marketing campaign of the year 2018 by MESE Awards, so you can be assured their expertise will help you achieve maximum coverage.



## ENABLING TANGIBLE RESULTS THROUGH VISITOR TRACKING

To compliment your business objectives and increase your sales pipeline, we encourage you to scan and capture details of all visitors to your stand using our very own Lead-Retrieval app. The data you scan can be downloaded for your records and future follow-ups by your sales team.



**“HVACR is a great opportunity to meet qualified consultants, contractors and end users”**

Fouad Ahmed, Marketing Manager, Wilo Middle East FZE



**“Carrier is delighted to support HVACR Expo Saudi as Platinum Sponsor for the third year running. The event serves as an exceptional platform for us to discuss major trends and regulations within Saudi Arabia’s growing HVAC R market.”**

Olaf Heyns, Carrier Saudi Arabia



**“The lead generation application by dmg events benefited us tremendously. We definitely need it again next year!”**

Nasser Obeid, Managing Director, Johnson Health Tech. Middle East

# PLAN AHEAD TO SECURE A PREMIUM STAND LOCATION

[www.hvacrexpousaudi.com](http://www.hvacrexpousaudi.com)

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“Participating in HVACR Expo Saudi puts us in direct contact with decision makers and customers to whom we showcase our latest products and solutions. We had high hopes and the expo definitely met all our expectations and much more. We will surely take part again next year.”

Mr. Tamer El Gendy, ZAC Corporate  
Marketing Manager, Zamil Air Conditioners